

EXHIBIT K

IN THE UNITED STATES DISTRICT COURT
FOR THE EASTERN DISTRICT OF VIRGINIA
RICHMOND DIVISION

ePLUS, INC. : Civil Action No.
vs. : 3:09CV620
LAWSON SOFTWARE, INC. : September 27, 2010

COMPLETE TRANSCRIPT OF THE FINAL PRETRIAL CONFERENCE
BEFORE THE HONORABLE ROBERT E. PAYNE
UNITED STATES DISTRICT JUDGE

APPEARANCES:

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1 time. I don't think it requires them to do it. I
2 think she can say, Pony up the rest of it, can't you?

3 MS. ALBERT: Yes. And, Your Honor,
4 respectfully, our expert did point out in his report
5 that this was an incomplete, undated document.

6 THE COURT: Well, you used it at the trial.

7 MS. ALBERT: We did not use it at trial.
8 It's been used against ePlus. And, respectfully, they
9 have had access to this. The proffering witness is
10 their consultant, their paid consultant. They could
11 have obtained the entire document from her. It is
12 unduly prejudicial to us not to have the complete
13 document. We don't know what the rest of the document
14 says about the operation of the system.

15 THE COURT: How was it used against you in
16 the SAP trial?

17 MS. ALBERT: Well --

18 THE COURT: And how did it hurt you?

19 MR. ROBERTSON: It was offered as a
20 defendant's exhibit, Your Honor. Judge Spencer didn't
21 go through an exercise that we're enjoying here today.
22 He basically admitted 99 percent of the exhibits.

23 THE COURT: You enjoy that better than this?
24 Is that what you're saying?

25 MR. ROBERTSON: It was never challenged. I